

INTRODUCTION

MARYLAND GOVERNOR'S GRANTS OFFICE

Historically Maryland has successfully obtained federal funding. However, increasing competition with other states for decreased federal grant funds prompted Governor Ehrlich to establish the Governor's Grants Office in February 2004. His directives to the office are to efficiently increase Maryland's market share of federal funds and to broaden Maryland's funding base, particularly in the areas of transportation, environment and homeland security.

The office is *proactively and aggressively* working with each State agency grant contact to coordinate all State funding activity. The office fast-tracked **four cornerstones** to build a State grants management foundation, *ensuring significant increases in future federal and foundation funding to Maryland:*

- **Measurement and Tracking;** baseline federal fund measurement to gauge future increases in funds flowing into the State by agency;
- **Training for Success;** intensive, systematic training of all State agency contacts responsible for grant program management and grant financial administration;
- **Information Dissemination;** increase awareness of funding opportunities to all potential grant-seekers throughout the State, including local governments, non-profits, community groups and constituents; and
- **Relationship Building;** concerted, focused efforts to build productive relationships between State agency grant contacts and federal agency points of contact, facilitating early identification of grant opportunities, increasing awards, and broadening the State's funding base by partnering with foundations and by seeking federal procurements.

This workshop is specifically designed to **Train for Success** by using real life examples and engaging in a variety of individual and team exercises for maximum learning. Additional resource materials have been provided for your future reference.

You can contact the Governor's Grants Office by visiting our website: www.gov.state.md.us/grants or call 410.974.5090.

The Governor's Grants Office wishes you continued success!